

## Message Text

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21/17

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FM AMEMBASSY MANILA

TO SECSTATE WASHDC 8307

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E.O. 11652: N/A

TAGS: ETRD, BEXP, RP, US

SUBJ: MAJOR PROJECT: CONSULTING SERVICES IN FEASIBILITY  
FOR U.S. MEDICAL CENTER

REF: MANILA 11638

1. EMBASSY OFFICER CALLED ON DR. CARREON NOVEMBER 8  
TO REVIEW STATUS OF U.S. RESPONSE ON CONSULTING CONTRACT  
FOR MEDICAL CENTER AND TO ASK IF WE MIGHT BE ABLE TO  
ASSIST IN ANY WAY. EIGHT MEMBER PHILIPPINE MEDICAL  
CENTER STUDY COMMITTEE IS HOPEFULLY EXPECTED TO CHOOSE  
CONSULTANT IN NOVEMBER.

2. DR. CARREON ADVISED EMBASSY OFFICER ON ADEQUACY OF  
SUBMISSIONS BY NINE AMERICAN COMPANIES. IN LINE WITH  
DR. CARREON'S SUGGESTIONS EMBASSY WOULD APPRECIATE IT  
IF USDOC WOULD CONTACT MR. C. GEORGE MERCY, SENIOR VICE  
PRESIDENT, HOSPITAL CORPORATION OF AMERICA, 1 PARK  
PLAZA, NASHVILLE, TENNESSEE 37202 AND URGE MERCY TO  
PREPARE FORMAL HOSPITAL DEVELOPMENT PLAN AS CALLED FOR IN  
TENDER OUTLINED IN REFTEL. MR. MERCY SAID TO HAVE SEEN  
THE FIRST LADY, IMELDA MARCOS IN MAY-JUNE 1974, WITH WHOM  
HE PRESENTED A FINANCING SCHEME FOR HOSPITAL. STUDY  
COMMITTEE MUST ALSO HAVE A GOOD PLAN FOR ITS REVIEW TOGETHER  
WITH PROPOSED FINANCING SCHEME. NOTIFICATION THAT HOSPITAL  
PROJECT DISCUSSED WITH FIRST LADY NOT REPEAT NOT ADEQUATE  
FOR COMMITTEE'S CONSULTING CONTRACT EVALUATION.

3. DR. CARREON ALSO ASKED THAT CONTENTS OF REFTEL SHOULD  
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BE RELAYED TO MACKINLAY, WINNACKER MAC NEIL AND ASSOCIATES,

OAKLAND, CALIFORNIA; TELEPHONE 772-6806, TELEX 721-162. IT WOULD BE APPRECIATED IF USDOC WOULD ADVISE COMPANY THAT ITS PRESENTATION DOES NOT CONTAIN SPECIFIC DEVELOPMENT PROPOSAL. SAME DEFICIENCY SHOULD ALSO BE REPORTED TO LAWRENCE E. MILLER OR FRED J. MATTHIES OF LEO A. DALY COMPANY, 8606 INDIAN HILLS DRIVE, OMAHA, NEBRASKA 68114, TELEPHONE (402) 391 8111.

4. CARREON INDICATED THAT A MAJOR COMPETITION ON PROJECT IS FROM WEST GERMANY AND UNITED KINGDOM CONSULTANTS THAT GRATUITOUSLY OFFERED PROSPECTS OF FINANCING FOR PROJECT. UNDOUBTEDLY SIEMENS-PHILIPS (HOSPITALIA) HAS MADE OFFER. WHILE CARREON RECOGNIZES THAT THERE IS NEED FOR GOOD PLAN DEVELOPMENT BY CONSULTANT, COMMITTEE MUST ALSO CONSIDER AND LOOK AHEAD TO FINANCING ASPECTS FOR HOSPITAL THAT COULD COST IN NEIGHBORHOOD OF \$65 MILLION PERHAPS BEGINNING WITH A \$20 TO \$30 MILLION PACKAGE. THEREFORE, ANY TIE-IN AMERICAN CONSULTANTS MIGHT OFFER WITH HOSPITAL EQUIPMENT SUPPLIERS/BANKING CONSORTIUMS COULD BE CRUCIAL.  
SULLIVAN

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